

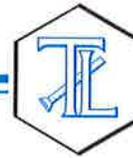
BEST AND FINAL OFFER (BAFO)
COST PROPOSAL

Request for Proposal 5702 Z1

Bidder Name: Truesdail Laboratories, Inc.

Prices submitted on the cost proposal form, once accepted by the State, shall remain fixed for the entire contract period including renewal and/or extension periods.

1	Paired (blood and urine) post-race sample subjected to analysis as described in Section V. K. Scope of Testing – Standard Post-Race Screening Analysis, and inclusive of all analysis required for the issuance of a final report.	\$96.00
2	Single matrix (blood only) post-race sample subjected to analysis as described in Section V. K. Scope of Testing – Standard Post-Race Screening Analysis, and inclusive of all analysis required for the issuance of a final report.	\$58.00
3	Veterinarian's List: Single matrix (blood only) sample subjected to analysis as described in Section V. L. Samples Derived from Horses Working for Release from the Vets' List, and inclusive of all analysis required for the issuance of a final report.	\$58.00
4	Analysis of confiscated, or otherwise acquired substances described in Section V. N. Scope of Work – Substance/Unknowns:	
	a.) Analysis of substances with list of labeled ingredients described in the RMTC Protocol for Verification of Label Ingredients.	\$40.00
	b.) Analysis of substances lacking a list of label ingredients, as described in the RMTC Unknown Sample Protocol.	\$40.00



November 30, 2017

Teresa Fleming
Buyer III | Materiel Division – State Purchasing Bureau
Nebraska Department of Administrative Services
1526 K Street, Suite 130
Lincoln, Nebraska 68508

Re: Best and Final Offer for RFP Number 5702 Z1.

Dear Ms. Fleming,

Per the request for Best and Final Offer for RFP 5702 Z1, we are providing you both pricing based on the RFP requirements and on the previous level of testing from our current contract as a reduced cost option. The comparison below describes both Routine Equine Drug Testing Programs as proposed by Truesdail. The testing program includes Immunoassay (ELISA) and direct instrumental screening using Ultra High-Performance Liquid Chromatography / High Resolution Mass Spectroscopy (UHPLC/HRMS).

Testing Description:

Matrix	RFP 5702 Z1 Testing Scheme	Optional/Current Testing Scheme
Urine	Direct Instrumental Screen. - Acid/Neutral and Basic extractions analyzed by UHPLC/HRMS. - Acid/Neutral drugs include: NSAIDs, Anabolic Steroids, Diuretics, Corticosteroids, Analgesics, & Stimulants. - Basic drugs include: Beta-agonist, Local Anesthetics, Tranquilizers, Sedatives, Narcotics ELISA - Two (2) Immunoassay kits (ELISA)	ELISA - Three (3) Immunoassay kits (ELISA)
Blood	Direct Instrumental Screen. - Acid/Neutral and Basic extractions analyzed by UHPLC/HRMS. - Acid/Neutral drugs include: NSAIDs, Anabolic Steroids, Diuretics, Corticosteroids, Analgesics, & Stimulants. - Basic drugs include: Beta-agonist, Local Anesthetics, Tranquilizers, Sedatives, Narcotics - DMSO screen using a separate preparation	Direct Instrumental Screen. - Acid/Neutral and Basic extractions analyzed by UHPLC/HRMS. - Acid/Neutral drugs include: NSAIDs, Anabolic Steroids, Diuretics, Corticosteroids, Analgesics, & Stimulants. - Basic drugs include: Beta-agonist, Local Anesthetics, Tranquilizers, Sedatives, Narcotics - DMSO screen using a separate preparation

The acid/neutral and basic analyses by UHPLC/HRMS screens for 450 Class 1, 2, 3, and 4 drugs, which exceeds the minimum required TOBA list drugs for blood and urine (104 mandatory and 110 optional drugs) and includes the ARCI Therapeutic Medications list.

Sincerely,
TRUESDAIL LABORATORIES, INC.

Anthony Fontana Ph.D.
Chief Science Officer

BEST AND FINAL OFFER (BAFO)
COST PROPOSAL

Request for Proposal 5702 Z1 Optional Testing Scheme

Bidder Name: Truesdail Laboratories, Inc.

Prices submitted on the cost proposal form, once accepted by the State, shall remain fixed for the entire contract period including renewal and/or extension periods.

1	Paired (blood and urine) post-race sample – subjected to analysis according to the Optional/Current Testing Scheme	\$58.00
2	Single matrix (blood only) post-race sample subjected to analysis as described in Section V. K. Scope of Testing – Standard Post-Race Screening Analysis, and inclusive of all analysis required for the issuance of a final report.	\$58.00
3	Veterinarian's List: Single matrix (blood only) sample subjected to analysis as described in Section V. L. Samples Derived from Horses Working for Release from the Vets' List, and inclusive of all analysis required for the issuance of a final report.	\$58.00
4	Analysis of confiscated, or otherwise acquired substances described in Section V. N. Scope of Work – Substance/Unknowns:	
	a.) Analysis of substances with list of labeled ingredients described in the RMTC Protocol for Verification of Label Ingredients.	\$40.00
	b.) Analysis of substances lacking a list of label ingredients, as described in the RMTC Unknown Sample Protocol.	\$40.00